

THE IMPACT OF AGRICULTURE ON NEW HAMPSHIRE'S ECONOMY IN FISCAL YEAR 2005

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by

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Introduction

Defining the agricultural industry is not an easy task. The most important reason for this is that most people who farm are self-employed, and therefore are not registered with the New Hampshire Department of Employment Security, the state government's primary collector of employment and other economic statistics. The U. S. Census Bureau also does not collect detailed information on farming, instead relying on surveys conducted by the U.S. Department of Agriculture which collects and publishes information about New Hampshire's agricultural industry in its Census of Agriculture. The New Hampshire Department of Agriculture also collects and publishes information about farming activities in the state on an annual basis and these data have been used in the following analysis. The U. S. Bureau of the Census does provide detailed information about agriculture-related industries such as agricultural services, even though it does not provide information about farms. Finally, the U. S. Bureau of Economic Analysis is a very important source of information for the following analysis. This agency has access to the U. S. Internal Revenue Service's Schedule C (self-employment) data base and thus can calculate the total number of people employed and their earnings for both self-employed and employed workers for all of the various industries, including farms. Therefore, the two most important sources of information used in the following analysis are the New Hampshire Department of Agriculture and the U. S. Bureau of Economic Analysis, although data were obtained from all of these agencies in this report. Most of the information available from these sources is available through December 2004, with some data for the period through December 2005. Thus, some of the following information has been estimated in order to produce a report which covers the period from July 2004 to June 2005.

The final problem in writing this report is to further define agriculture and agricultural activities. The government's rule is to classify business establishments by the activity which provides the largest source of income to that business. For example, Christmas tree farming is a forestry activity unless it is only a minor part of a farm's total sales, in which case it would be classified as agriculture. Another example is that a large part of the horticulture business involves the installation of landscaping materials around new or renovated buildings. Some of these horticulture businesses are classified under retail trade as building materials suppliers, some are classified under construction and some under other services: rather than under agriculture. To further complicate this matter, landscaping maintenance (which may include some installation of new plant materials) is included under other services. Since the fiscal year 2002 Impact of Agriculture report was prepared by the Institute for New Hampshire Studies (INHS), the U. S. Census Bureau has published its 2002 Census of Business which provides detailed information on horticultural businesses for the first time using the new NAICS coding system. Thus, the way that the economic impacts of horticulture are measured in this report is slightly different than was presented in the fiscal year 2002 Impacts of Agriculture report.

The New Hampshire Department of Agriculture has recently reported \$173 million in agricultural sales for fiscal year 2005. In addition, the New England Nursery Association reported that there were \$184 million in horticultural products grown in greenhouses, fields and nurseries in New Hampshire, for a total value of \$357 million in the value of plants and animals produced in the state. These dollar amounts do not include forest products harvested and sold to wood products manufacturers and energy producers. In addition, it was noted in the fiscal year 2002 Impact of Agriculture report that there was an additional \$125 million in dairy and specialty food products manufacturing in the state (Porter). This amount is probably larger in 2005, but the Census Bureau did not disclose these data due to the limited number of dairies in the state.

The New England Nursery Association, Inc. has reported that total horticultural sales and services for New Hampshire was \$522 million in 2005, up from \$438 million in 2002. This \$522 million has been broken down into \$184 million for horticultural plant production as noted above, \$117 million for landscape construction, \$86 million for landscape maintenance, \$80 million for retail trade, and \$55 million for wholesale trade/resale of New Hampshire-grown plants. The \$117 million estimated above for landscape construction is included in the U. S. Census of Business report for New Hampshire as landscape maintenance, but in the following analysis the construction sector economic impact multipliers are used rather than the other services multipliers. This is due to the use of heavy equipment and construction processes to prepare the landscapes at construction sites. The economic impact multipliers for the agriculture sector include an estimated \$30 million in sales from farms to households and a share of the \$125 million in sales by the dairy and specialty food products manufacturers. The share of those manufacturing industries not included in the multiplier impacts are for the proportion share of milk, fruit and vegetable products that are imported into the state from farms located in other states and countries.

The economic model used in the following analysis to measure sales and employment impacts of agriculture, horticulture and agriculture-related tourism on the state's economy is a fiscal year 2005 model prepared specifically for this study by the Institute for New Hampshire Studies (INHS) by Laurence Goss, Ph.D. This model is based on data primarily from the U.S. Bureau of Economic Analysis (BEA) and is very similar to its RIMS II model of the state's economy, but incorporates more consolidation of industry sectors. In addition to measuring the multiplier impacts, this model can be used to calculate state and local government tax revenues. This model uses the new North American Industrial Classification System (NAICS). After reviewing the economic impact of agricultural production and other horticultural sales, this report will also look at the impact of agriculture-related tourism.

The Impact of Agricultural Production

Total sales of farms for the fiscal year 2005 period was estimated to be \$337 million based on information from the N. H. Department of Agriculture and the New England Nursery Association. This included \$184 in horticultural sales that were primarily plant production for resale to other businesses. Agricultural, or farm, sales include farmers markets, farm stands, sales to manufacturers and sales to other farmers. On-farm manufactured food products, such as jams and jellies, were also included as agricultural sales. This \$357 million was equal to 0.7 percent of the estimated Gross State Product for New Hampshire for the fiscal year 2005 period.

The U. S. Bureau of Economic Analysis reported that there were 6,748 people engaged in farming on a full or part-time basis, including self-employed people during 2005. This number also included contractors of agricultural services who worked on the farms, including planters and harvesters, but who were not actual employees of the farms. As most work on farms is both seasonal and part-time, the full time equivalent employment for fiscal year 2005 was estimated to be 5,083 people. This was 0.7 percent of the state's full time equivalent work force. If part-timers both within this industry and the state's total employment are measured, then agricultural production provided 0.9 percent of all part-time and full time jobs.

This employment provided an estimated \$63.5 million in wages, salaries and self-employment earnings. This was 0.2 percent of all such earnings for the state, and reflects the part-time and seasonal nature of this work, as well as the relatively low hourly wage rates provided. Out of the \$357 million in sales, there were \$13.6 million paid in taxes, primarily in the form of property taxes to local government.

The economic model was used to calculate the multiplier (both indirect and induced) impact of the \$357 million in direct agricultural sales on the rest of the state's economy. Indirect impacts are those impacts on supplier businesses and organizations, plus taxes paid to governments located within the state's borders. Induced impacts are those due to the spending by households to purchase the products of the industry as well as the spending of wages and other earnings of the employees of that industry. An additional \$475 million was added to the state's economy from the original sales of \$357 million by the agricultural sector. This resulted in an additional 4,270 full time equivalent jobs and an addition of \$84.4 million to household income. State and local governments received an added \$18.1 million in tax receipts.

Therefore the total impact of this agricultural sector was \$832 million in total transactions, equal to 1.6 percent of Gross State Product. There was total employment of 9,353 full time equivalent jobs, or 1.3 percent of the state's full time equivalent jobs. There was \$147.9 million in total household earned income, which was 0.5 percent of all earned income. Finally, there was \$31.7 million in local and state tax receipts. Of this amount, it was estimated that local property taxes equaled \$19.4 million and state tax receipts equaled \$12.3 million, including rooms and meals taxes of \$0.4 million. Thus, the primary source of revenues to state government was due to the multiplier effect.

The Impact of Other Horticultural Sales

There was an additional estimated \$338 million in horticultural sales not included in the previous section. The New England Nursery Association, Inc. contracted with faculty at the Universities of Vermont and Maine to conduct annual surveys of this industry across New England. Its most recent study, for calendar year 2005, stated that horticultural businesses located in New Hampshire had \$522 million in sales. The horticultural industry includes farms and greenhouses where crops (including bushes, trees, flowers, and sod) are grown for sale: these sales, which totaled \$184 million during fiscal year 2005, are included in the previous section of this report. It also includes businesses which purchase and resell such products (except for florists who sell primarily imported cut flowers) as well as businesses which install and maintain such products. Many nurseries fall into the category of retail or wholesale trade as they are often reselling products raised at another location. There are also many other types of horticultural businesses which are classified under construction, tree services or landscape maintenance. In the following analysis, INHS assumed that \$80 million was in the form of retail trade or direct sales to households, and the retail sector of the economic model was used to measure the impacts of these sales.

The other \$258 million in sales was in the form of wholesale trade (usually sales to construction), landscape construction and landscape management services. Based on data contained in the 2002 U. S. Census of Business and in the 2005 New England Nursery Association reports, it is estimated by INHS that wholesale trade sales were \$55 million, landscape construction was \$117 million and landscape maintenance was \$86 million. Landscape maintenance and wholesale trade are not included in the following analysis as they do not usually involve the direct sale of plant materials to final users. It should be noted that an estimated 25 percent of the landscape construction by New Hampshire-based companies occurs out-of-state, but that the economic impacts occur within New Hampshire. For the purposes of using the economic model, the construction-forestry-mining consolidated economic sector was used to measure employment, household earnings, taxes and the multiplier impact of this \$117 million.

The total of \$197 million in retail trade and landscape construction sales was equal to 0.4 percent of Gross State Product for state fiscal year 2005. This \$197 million in sales resulted in an estimated 333 full time equivalent jobs in retail trade and 861 jobs in construction, for a total of 1,194 jobs. This was equal to 0.16 percent of all full time equivalent jobs. Given that these jobs are highly season in nature,

there was probably twice this number of jobs during the summer season. Household earnings were estimated at \$10.4 million for retail trade and \$36.6 million for construction, for a total of \$47.0 million in household earnings. This was 0.14 percent of all earned household income. Tax receipts from these two sectors were estimated as \$6.2 million, of which \$5.0 million was estimated to be for local property taxes and \$1.2 million in state taxes.

The multiplier effect of the \$197 million in horticultural retail trade and landscape construction sales was an additional \$283.5 million in indirect and induced transactions, for a total monetary impact of \$480.5 million. This was equal to 0.9 percent of the Gross State Product. There was an addition of 1,335 full time equivalent employees, for a total of 2,529 full time equivalent employees, or 0.34 percent of all full time equivalent jobs in the state. Household earned income increased by \$78.4 million from the multiplier effect, to a total earned income of \$125.4 million. This was equal to 0.36 percent of all earned income statewide.

Finally, there was an additional \$20.1 million paid in state and local taxes due to the indirect and induced multiplier effect. Of this amount, \$9.5 million was in local property taxes and \$10.6 million in state tax receipts, including \$0.4 million in rooms and meals taxes. Total taxes paid that resulted from the original \$197 in direct spending, plus the indirect and induced effects, equaled \$26.3 million, of which \$14.5 million was in local property taxes and \$11.8 million in state tax receipts, including \$0.4 million in rooms and meals taxes. As was the case for the agricultural sector impacts described above, most state government revenues resulted from the indirect and induced rounds of spending, rather than from the original direct spending.

Total Impact of Agricultural and Other Horticultural Sales

The total direct sales of agriculture and other horticultural products and services were estimated to be \$554 million for fiscal year 2005. This was 1.0 percent of Gross State Product. The total full time equivalent employment was estimated as 6,277 jobs, or 0.84 percent of the state's number of full time equivalent jobs. During the summer, it is estimated that there were at least twice this number of people involved in agriculture, including horticulture, or almost two percent of summer employment. The total household earned income from this employment was estimated at \$110.5 million, or 0.36 percent of the state's total household earned income. The direct taxes paid by these businesses to state and local government within New Hampshire included \$17.0 million to local government and \$2.8 million to state government.

When the indirect and induced impacts are added to the direct impacts outlined in the preceding paragraph, there were \$1,312.5 million in total monetary transactions. This was equal to 2.4 percent of the Gross State Product. These monetary transactions resulted in 11,882 full time equivalent jobs, which was 1.6 percent of such jobs in the state. Total household earned income was \$273.3 million from the direct, indirect and induced impacts, which was 0.9 percent of all household earned income. Finally, the total taxes paid to state and local governments equaled \$58.0 million, of which \$33.9 million was in local property taxes and \$24.1 million was in state tax receipts, including \$0.8 million in rooms and meals taxes. Thus, the state government received most of its taxes through the indirect and induced effect. The major sources of state taxes were the business profits and/or business enterprise tax.

Introduction to Agriculture-related Tourism

The following sections describe those aspects of tourism that depend directly or indirectly on the activities of the state's agricultural industry. The sale of agricultural products to tourists has not been included in the sections below, as they have already been incorporated into the calculations of the previous sections. The first section describes the economic impact of the state's eleven agricultural fairs. The state's Department of Agriculture plays an active role in these fairs, as do many of the state's farmers. The second section describes what can be defined as true agricultural tourism, which is when tourists visit farms and/or make purchases of farm products and locally processed food products at farmers markets, roadside stands and at retail stores. The third section describes the economic impact of tourists who intentionally drive through agricultural areas to view the scenery, but are not making any purchases of farm products. A fourth section summarizes these tourism impacts that are related to agriculture.

Agricultural Fairs Impact

The report prepared for the New Hampshire Association of Fairs and Expositions for fiscal year 2002 found that visitors to the fairs and the fair exhibitors and operators spent an estimated \$40,591,550 at or near to the fair grounds while these fairs were underway, including an estimated \$400,000 in direct purchases from farmers. This resulted in an estimated \$40.2 million in spending by tourists resulting from the fairs in 2001, not including purchases from farmers. Given that there has been a slight increase in attendance at fairs between the fair seasons of 2001 and 2004, it is estimated that there was \$41.9 million in spending during fiscal year 2005 resulting from the fairs, not counting purchases from farmers. This \$41.9 million in spending resulted in household incomes of \$22.4 million and 527 full time equivalent non-farm jobs, not including the farmers. The direct spending produced \$4.1 million in state and local government revenues, including \$0.6 million in local property taxes, \$1.7 million in rooms and meals taxes and \$0.8 million in other state government revenues.

The indirect and induced impacts of the \$41.9 million in direct spending was an additional \$72.8 million in monetary transfers, including \$22.5 million in household revenues and \$4.7 million in state and local government revenues. An additional 309 full time equivalent jobs were also created.

The total impact of the agricultural fairs (not including purchases of farm products and spending by farmers) was \$114.7 million in transactions, 836 full time equivalent jobs, \$44.9 million in household income and \$8.8 million in state and local government receipts. The government receipts included \$2.7 million in local property taxes, \$1.7 million in rooms and meals taxes, and \$4.4 million in other state government taxes, fees, liquor store sales, State Parks receipts and tolls.

Agricultural Tourism Impact

In a previous report prepared for the state Department of Agriculture for fiscal year 2002, it was estimated that agricultural tourists spent an estimated \$201 million (including \$26 million for farm products) while taking an estimated 520,000 visitor-trips based on detailed visitor surveys. During fiscal year 2005, it was estimated that there were 548,000 visitor trips to farms or to purchase farm products with total trip spending of \$230 million, including \$30 million in purchases directly from farmers. This \$30 million in purchases from farmers was included in the first section of this report. Thus, only the other \$200 million spent on these trips is included in this section. This \$200 million in direct spending by agricultural tourists resulted in 2,398 full time equivalent non-farm jobs and household incomes of \$60.0 million. This direct spending produced \$19.4 million in state and local government revenues, including \$3.0 million in local property taxes, \$8.0 million in rooms and meals taxes and \$8.4 million in other state government revenues.

The indirect and induced impacts of the \$200 million in direct spending were an additional \$331 million in monetary transfers, including \$113.0 million in household revenues and \$22.7 million in state and local government revenues. An additional 1,551 full time equivalent jobs were also created. The total impact of this agricultural tourism (not including the purchase of farm products) was \$531 million in transactions, 4,293 full time equivalent jobs, \$173.0 million in household income and \$42.1 million in state and local government receipts. Government receipts included \$13.2 million in local property taxes, \$8.1 million in rooms and meals taxes, and \$20.8 million in other state government taxes, fees, liquor store sales, State Park receipts and tolls.

Agricultural Scenery Tourism Impact

One of the most common forms of recreational travel is the scenic drive. The Travel Industry Association of America (TIAA) conducted the most recent visitor surveys of the state's tourists and travelers during 2005 as part of its national panel research. The state Division of Travel and Tourism Development purchased these survey results from TIAA and they are summarized on the INHS website. These survey results showed that forty-one percent of all tourists and business travelers in the state were engaged in passive outdoor recreation, including scenic drives. This was a far higher level of participation by tourists than the estimate that 30 percent of all tourists and business travelers in the state were engaged in passive outdoor recreation, including scenic drives, used by INHS in preparing the fiscal year 2002 Impact of Agriculture report. If one assumes that only fifteen percent of all passive outdoor recreation includes scenic drives through agricultural areas in this state, then six percent of all visitors to New Hampshire annually engage in this activity. The seasonal TIAA visitor surveys showed that most passive outdoor recreation, including scenic drives, occurred during the summer, followed closely by the fall, with smaller numbers of participants during the spring and winter.

The Institute for New Hampshire Studies (INHS) estimated that there were 33.4 million trips of individual tourists and business travelers during state fiscal year 2005. Thus, there were an estimated 2.0 million trips by individuals where viewing agricultural scenery was an important trip activity. Excluding the 548,000 trips to purchase agricultural products included in the previous section, then there were an estimated 1.45 million trips by individuals to view agricultural scenery, with no purchase of agricultural products, during fiscal year 2005. It has been assumed by INHS in preparing this section of the report that a larger share of agricultural scenery trips were one-day in duration than was the case for all tourist travel during fiscal year 2005. As a result, it has been assumed that only five percent of all "visitor days" spent in the state included the viewing of agricultural scenery, with no purchase of farm products. This produced a conservative estimate of the economic impact of such trips. The INHS estimated that there were 51.3 million visitor days in the state during state fiscal year 2005. Five percent of this total minus those trips where agricultural purchases were made equals 1.74 million visitor days. This travel produced total estimated direct spending of \$138.8 million, as the typical visitor spent \$79.77 per day in the state during fiscal year 2005.

The \$138.8 million in direct spending by these agricultural scenery tourists resulted in 1,664 full time equivalent jobs and household incomes of \$41.6 million. This direct spending also produced \$13.5 million in state and local government revenues, including \$2.1 million in local property taxes, \$5.6 million in rooms and meals taxes and \$5.8 million in other state government revenues.

The indirect and induced impacts of \$138.8 million in direct spending was an additional \$229.7 million in monetary transfers, including \$78.4 million in household revenues and \$15.8 million in state and local government revenues. An additional 1,077 full time equivalent jobs were also created. The total impact of this agricultural scenery tourism was \$368.5 million in transactions, 2,741 full time equivalent jobs, \$120.0 million in household income and \$29.3 million in state and local government receipts. Government receipts included \$9.2 million in local property taxes, \$5.7 million in rooms and meals taxes, and \$14.4 million in other state government taxes, fees, liquor store sales, State Park receipts and tolls.

Total Agriculture-related Tourism Impacts

The \$380.7 million in direct spending by these agriculture-related tourists was 0.71 percent of the Gross State Product and 9.4 percent of all tourist and business traveler estimated spending in New Hampshire during state fiscal year 2005. This spending resulted in 4,589 full time equivalent jobs, which was 0.62 percent of all full time employment in the state. This direct spending resulted in household incomes of \$124.0 million which was 0.41 percent of all earned household income. This direct spending also produced \$37.0 million in state and local government revenues, including \$5.7 million in local property taxes, \$15.3 million in rooms and meals taxes and \$16.0 million in other state government revenues.

The indirect and induced impacts of the \$380.7 million in direct spending was an additional \$633.5 million in monetary transfers, including \$213.9 million in household revenues and \$43.2 million in state and local government revenues. An additional 2,867 full time equivalent jobs were also created.

The total impact of this agricultural-related tourism was \$1,014.2 million in transactions, or 1.9 percent of gross state product. A total of 7,870 full time equivalent jobs were created, or 1.0 percent of all of the state's full time equivalent jobs. There was \$337.9 million in

household income, which was 1.1 percent of the state's household earned income. The total of \$80.2 million in state and local government receipts included \$25.1 million in local property taxes, \$15.5 million in rooms and meals taxes, and \$39.6 million in other state government taxes, fees, liquor store sales, State Park receipts and tolls.

Summary of All Economic Impacts

The \$934.7 million in direct spending by agriculture, horticulture, and agriculture-related tourism was 1.8 percent of Gross State Product. This spending resulted in 10,866 full time equivalent jobs, which was 1.5 percent of all full time employment in the state. This direct spending resulted in household incomes of \$222.0 million, which was 0.73 percent of the state's household earned income. This direct spending produced \$56.8 million in state and local government revenues, including \$22.7 million in local property taxes, \$15.3 million in rooms and meals taxes and \$18.8 million in other state government revenues.

The indirect and induced impacts of the \$934.7 million in direct spending was an additional \$1,392.0 million in monetary transfers, including \$389.2 million in household revenues and \$81.4 million in state and local government revenues. An additional 8,472 full time equivalent jobs were also created.

The total impact of this agriculture, horticulture, and agriculture-related tourism was \$2,326.7 million in transactions, or 4.3 percent of the Gross State Product. A total of 19,444 full time equivalent jobs were created, or 2.6 percent of all of the state's full time equivalent jobs. There was a total of \$611.2 million in household income, which was 2.0 percent of the state's household earned income. The total of \$138.2 million in state and local government receipts included \$59.0 million in local property taxes, \$16.3 million in rooms and meals taxes, and \$62.9 million in other state government taxes, fees, liquor store sales, State Park receipts and tolls.

Short-Term Trends in the Impacts of Agriculture

Between fiscal years 2002 and 2005 there was a small decline in the sale of traditional farm produced agricultural products, with a 6.5 percent decrease from sales of \$185 million in fiscal year 2002 to \$173 million in fiscal year 2005 as reported by the New Hampshire Department of Agriculture. This was more than off-set by a rapid increase in the dollar value of horticultural and nursery plants produced in New Hampshire - from \$125 million in fiscal year 2002 to \$184 million in fiscal year 2005 as reported by the New England Nursery Association. As a result, the sale of all plant and animal products produced within the state grew by 15.2 percent over this three year period and retained its share of the total state economy - increasing from \$310 million in fiscal year 2002 to \$357 million in fiscal year 2005. Full time equivalent employment grew by 5.3 percent over this three year period and also retained its share of total full-time equivalent employment for the state.

The impact of other horticultural sales was lower in this fiscal year 2005 report than was the case in the fiscal year 2002 report. The difference is due to a change in estimated landscape construction and wholesale trade sales used in these two reports, which resulted from the recently released publication of detailed information on such sales for 2002 by the U. S. Census of Business using the new NAICS industrial coding system. Thus, landscape construction sales were actually much less than had been reported in the fiscal year 2002 report by INHS which had included landscape maintenance within its landscape construction estimate. The net result when these changes in definition are accounted for is that the total impacts of agricultural and other horticultural sales actually grew moderately by 7.5 percent between fiscal years 2002 and 2005, rather than the eight percent decline which a comparison reading of these two reports would show.

Spending at agricultural fairs grew by 4.5 percent between fiscal years 2002 and 2005. However, spending by tourists during trips to make agricultural purchases increased by about 15 percent over this three year period. Spending by tourists on scenic drives through agricultural areas increased by an even larger amount (up by 27 percent), as the latest visitor surveys taken by the Travel Industry Association of America during 2005 indicated that the estimate of trips used in the fiscal year 2002 report by INHS was too conservative. As a result, it is estimated that spending by tourists visiting agricultural fairs, farms and scenic drives through agricultural areas increased by 17.5 percent between 2002 and 2005. This rate of growth in sales is about six percent faster than that of the state's economy for the same time period. When changes in methodology in preparing this fiscal year 2005 report are considered, then agricultural tourism grew by about 13 percent between 2002 and 2005. This is faster than the rate of inflation, but only slightly faster than the state's overall economic growth. Agricultural tourism is growing slightly faster than the overall growth rate of the state's tourism industry.

In terms of total economic impacts (and recognizing that there have been changes in methodology and new data sources used preparing in this report), there has been a ten percent growth in the economic impact of all forms of agriculture and agricultural tourism, even as the total sales of traditional farm agriculture has declined slightly, between fiscal years 2002 and 2005. This ten percent growth rate was slightly faster than the rate of inflation, but was a little less than the rate of growth for the state's economy during this time period. The traditional farms that are surviving are making more sales to both tourists and New Hampshire's households and are growing crops more intensively. There has actually been an increase in the number of farms in the state during recent years, although the average size of farms is smaller for both sales and acreage. Fortunately, all segments of the horticulture industry are growing and creating jobs both directly and through multiplier impacts elsewhere in the state's economy. Finally, agricultural tourism and scenic drives form a slightly larger share of all tourism in the state, even though attendance at agricultural fairs is growing at a slow rate.

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Institute for New Hampshire Studies, Plymouth State University. New Hampshire Fiscal Year 2004 Tourism Satellite Account. Plymouth, NH. June, 2005. This report estimated the economic impact of tourists and business travelers to the state during fiscal year 2004.

New England Nursery Association, Inc. \$4.6 Billion and Growing. South Natick, MA. January, 2006. This publication was prepared by faculty at the Universities of Vermont and Maine and summarizes 2005 horticultural sales for the six New England States.

Porter, John C. *Agriculture is Big Business in New Hampshire*. Laconia Citizen. February 4, 2003, page 1. John Porter's article summarizes agricultural statistics for the state compiled by the New Hampshire Department of Agriculture. Mr. Porter is employed by the UNH Cooperative Extension Service.

<http://oz.plymouth.edu/~mokrant>. This is the Institute for New Hampshire Studies website and contains a wide range of statistics and reports about tourism in New Hampshire.

www.bea.doc.gov. This is the U.S. Bureau of Economic Analysis website. It contains a wide variety of economic information about the nation, the states, counties and metropolitan areas, including Gross State Product. This site provides information on agricultural employment and earnings in New Hampshire. It also provides access to articles and statistics in the monthly Survey of Current Business.

www.census.gov. This is the U. S. Census Bureau website. The 2002 Census of Business for New Hampshire and provides information on all industries except traditional farming and the portion of the horticulture industry where plants are being grown.

www.state.nh.us/agric/aghomet. This is the home page of the New Hampshire Department of Agriculture. It provides access to agricultural statistics for the state as well as information on agricultural tourism and other subjects.

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